Hospital Profile: CLINTON HOSPITAL

Clinton Hospital is a non-profit, acute care community hospital. It is among the smallest hospitals in Massachusetts, with 41 staffed beds. Clinton Hospital is located in the Central Massachusetts region and represents 3% of all acute hospital staffed beds in the region. Clinton Hospital is a member of the UMass Memorial Health Care system. It qualifies as a Disproportionate Share Hospital (DSH), as more than 63% of its gross patient service revenue is derived from government programs.

PATIENTS Forty-two percent of all inpatient cases treated at Clinton Hospital are from Clinton and Worcester.

INPATIENT SERVICES Compared with the other community-DSH hospitals, Clinton Hospital treats a greater proportion of mid-severity cases. In FY12, it accounted for 1% of all inpatient discharges from acute hospitals within the Central Massachusetts region. Of note, based on its most common FY12 inpatient cases (DRGs), Clinton Hospital treated 44% of all Organic Mental Health Disturbances cases and 33% of all Degenerative Nervous System Disorders Excluding Multiple Sclerosis cases in Central Massachusetts.

FINANCIAL PERFORMANCE Clinton Hospital's total revenue in FY12 was \$26 million. Its FY12 public payer mix was 68%, slightly below the average community-DSH hospital. Clinton Hospital's FY12 inpatient cost‡ per case mix adjusted discharge was \$10,493, approximately 11% higher than the average community-DSH hospital. Clinton Hospital's CY12 average commercial payer price level was at the 42nd percentile, slightly higher than the average community-DSH hospital. It experienced a loss of \$23,000 (-0.1% total margin) in FY12, although it earned a surplus each year from FY08 to FY11.

AT A GLANCE

TOTAL STAFFED BEDS: 41, among the smallest acute hospitals

% OCCUPANCY: 62%, > cohort avg. (61%)

TOTAL REVENUE in FY12: \$26 million

PUBLIC PAYER MIX: 68% (DSH* Hospital)

SPECIAL PUBLIC FUNDING: Not Applicable

TAX STATUS: Non-profit

TRAUMA CENTER DESIGNATION: Not Applicable

CY12 COMMERICIAL PAYER PRICE LEVEL: 42nd Percentile

CASE MIX INDEX in FY12: 0.91, > cohort avg. (0.89); < statewide (1.06)

INPATIENT: OUTPATIENT REVENUE in FY12: 32%:68%

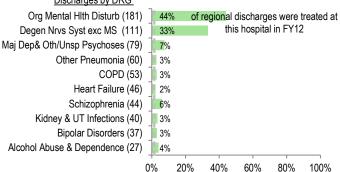
TOTAL MARGIN in FY12: -0.1% (-\$23,000)

CHANGE in OWNERSHIP (FY08-FY12): Not Applicable

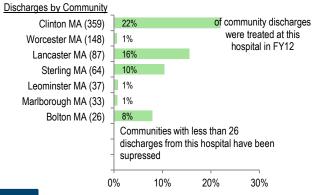
SERVICES

What were the most common inpatient cases (DRGs) treated at the hospital? What proportion of the region's cases did this hospital treat for each service?

<u>Discharges by DRG</u>



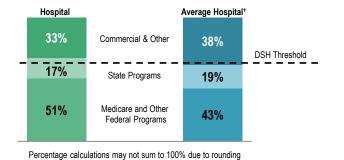
Where did most of the hospital's inpatients reside? What proportion of each community's total discharges were attributed to this hospital?



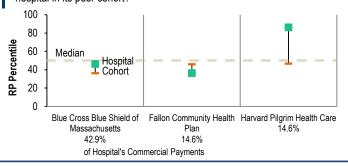
PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY12, and how does this hospital compare to the average acute hospital's payer mix?

- - Hospital (1,202) = 1% of total regional discharges



What were the hospital's CY12 payer-specific relative price levels for its top three commercial payers? How does this hospital compare to the average hospital in its peer cohort?



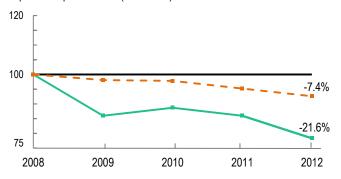
For descriptions of the metrics, please see Technical Appendix.

Cohort: Community, Disproportionate Share

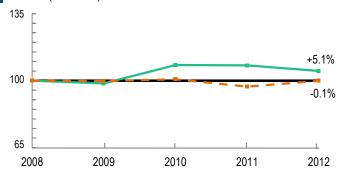
UTILIZATION TRENDS

Hospital
- Peer Cohort

How has the volume of the hospital's inpatient discharges changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

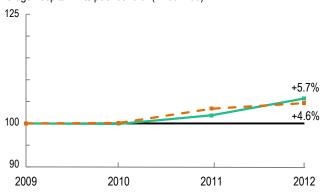


How has the volume of the hospital's outpatient visits changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

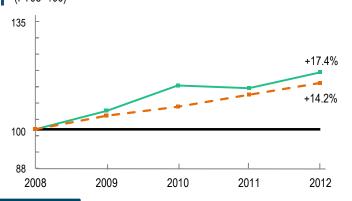


COST TRENDS

How has the hospital's inpatient cost[‡] per case mix adjusted discharge changed compared to FY09, and how does this hospital compare to the average hospital in its peer cohort? (FY09=100)



How have the hospital's total outpatient costs changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

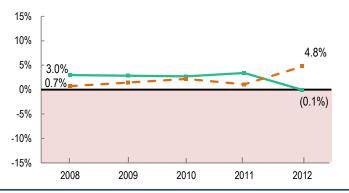


FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY08 and FY12?

Revenue, Cost & Profit/Loss (in millions)					
FY	Total Revenue	% Change	Total Cost	% Change	Total Profit/Loss
2008	\$26		\$26		\$0.8
2009	\$26	(0.6%)	\$26	(0.5%)	\$0.7
2010	\$26	(1.5%)	\$25	(1.4%)	\$0.7
2011	\$26	1.7%	\$25	1.0%	\$0.9
2012	\$26	(1.8%)	\$26	1.8%	(\$0.0)

What was the hospital's total margin between FY08 and FY12, and how does this compare to the median of its peer cohort hospitals?



For descriptions of the metrics, please see Technical Appendix.

For more information, please contact:

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[‡] Costs were adjusted to exclude direct medical education costs and physician compensation.

^{*} Disproportionate Share Hospitals (DSH) receive a minimum of 63% of gross patient service revenue from public payers.

[†] Average Hospital does not include Specialty hospitals.